

Message Text

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PAGE 01 ISLAMA 03677 181322Z

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ACTION COME-00

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FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 4288

UNCLAS ISLAMABAD 3677

E.O. 11652 N/A

TAGS: BEXP, PK

SUB: POTENTIAL MAJOR EXPORT PROJECT SALES IN FERTILIZER
INDUSTRY DEVELOPMENT

REF: (A) STATE 055576 (B) MEMCON, 9/21/73 (C) AID A-016, 2/25/74

(D) A-22, 3/6/73 (E) ISLAMABAD 3055

1. REFERENCES B AND C DESCRIBE FERTILIZER PLANTS AND POSSIBLE PROJECTS IN PAKISTAN. THERE HAVE BEEN NO SIGNIFICANT CHANGES SINCE THESE REFERENCES EXCEPT THAT IT HAS BECOME MORE DEFINITE THAT THE PROPOSED FAUJI FERTILIZER PLANT WILL BE BUILT. CONSEQUENTLY WE WOULD AGAIN PROPOSE, AS WE DID BY A-22, THAT THE OIBA CONSIDER THIS PROJECT AS A MAJOR UNITED STATES EXPORT OPPORTUNITY. THE MOST RECENT INFORMATION ON THIS PROJECT WAS FURNISHED BY REF E. IN ADDITION, AID ISLAMABAD HAS TRANSMITTED MATERIAL WHICH WE UNDERSTAND IS AVAILABLE FOR REVIEW IN ASIA CAPITAL DEVELOPMENT OFFICE, AID, WASHINGTON.

2. BRIEF DESCRIPTION OF PROPOSED FAUJI FERTILIZER PLANT FOLLOWS: (A) AMMONIA-UREA COMPLEX TO UTILIZE NATURAL GAS AS BASIC RAW MATERIAL, (B) CAPACITY - 1,000 METRIC TONS AMMONIA DAILY OR 1,700 METRIC TONS UREA, (C) COST - 98 MILLION DOLLARS FX AND 42 MILLION DOLLARS LOCAL COST: AND (D) FINANCING - AID CONSIDERING FINANCING UP TO 30 MILLION DOLLARS FX, IFC CONSIDERING EQUITY PARTICIPATION, AND POSSIBLE LOAN, US STEEL CONSIDERING EQUITY PARTICIPATION.

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PAGE 02 ISLAMA 03677 181322Z

3. ON MARCH 25 FAUJI AND US STEEL MAILED INVITATION FOR

BIDS (IFB) ON PROJECT TO EIGHT FIRMS, INCLUDING BECHTEL
AND FLUOR OF US. IFB REPORTEDLY CALLS FOR TURNKEY CONTRACT
BUT WOULD NOT PRECLUDE MAJOR SUBCONTRACT TO US SUPPLIER
EVEN IF US FIRM SHOULD NOT WIN TURNKEY PROJECT CONTRACT.
BYROADE

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